INTER-OFFICE MEMO

TO:

Michael McHugh
Nick Kuruc
George Moulton
Greg Brown
Charles DiBenedetto
Mark Gambardella
Steven Grossberg
Lee Maney
Greg Mitchell
Marshall Richards
Audrey Evanchik
Art Groll
Jim Mallardi
Frank Perez
Lanny Wolfe

FROM

Jim Guaneri
Regional Training & Development Manager

DATE:

August 28, 1997

SUBJECT:

Adopt- a- Rep Program

The "Adopt-a-Retail Rep Program" is about to begin. A list of the Managers and their adoptee follows. Please arrange your workwiths keeping in mind to have a minimum of four (4) from September 2 through November 30.

Please provide a P.P.R. for the Retail Manager in charge. Prior to the workwith, discuss with the Retail Manager a specific area of need the Retail Rep may have.

Remember, the focus of this program is to be a "Big Brother/Sister" to a Retail Rep in need of your experience. I hope this slows down the turnover rate while growing business in the selling arena.

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Source: https://www.industrydocuments.ucsf.edu/docs/phdp0000

Volunteer	*Retail Rep*	*Retail Manager*
Frank Perez, AM	Joe Aversano	Louann Alese
Mark Gambardella, DM		Louann Alese
Marshall Richards, DM	Joel Collazo	John Feltman
Michael McHugh, RBM	George Villafane	David Figueroa
Art Groll, AM	Anthony Lopez	David Figueroa
Lanny Wolfe, AM	Emil Tancredi	John Klein
Gregory Mitchell, DM	Christopher Maldonado	John Feltman
Audrey Evanchik, AM	Vilma Reyes	John Klein
George Moulton, KAM	Patrick Bochicchio	Louann Alese
Jim Mallardi, AM	122224- TBD	David Figueroa
Steve Grossberg, DM	Jackie Sorkin	John Klein
Charlie DiBenedetto, DM	Gerard Corsini	John Feltman
Lee Maney,DM	Steven Fuentes	John Feltman
Nick Kuruc,KAM	Luis Barrueco	John Klein
Greg Brown,DM	Fernando Silva	John Klein

Should you have any questions, please do not hesitate to contact me.

Happy Selling,

Jim

JG:ama

cc: M. A. Young
R.J. O'Rourke

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